A3940-1.2U

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No.2 March 1991

MIDDLE ATLANTIC REGION (MAPA)

Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Fairmont State College
Franklin & Marshall College
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
Howard University
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Thomas Jefferson University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College
William Paterson College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (February 8, 1991 through March 8, 1991) and cumulatively (September 1, 1990, and March 8, 1991). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	17	421	$30397	$28375	*	*	*	73	1618	$28742	$26603	$33000	$28500	$24396
BUSINESS ADMIN (INCL MGMT	3	47	32000	24948	*	*	*	21	431	24605	23096	32000	25000	18000
DISTRIBUTION MANAGEMENT	+	5	+	28500				+	8	+	27613			
ECONOM & FINANCE (BANKING	2	87	26715	26679	*	*	*	15	464	23325	25002	*	*	*
HOTEL/RESTAURANT MGMT.	+	9	+	20061				+	38	+	21097			
HUMAN RSRCS (incl LABOR R	+	8	+	25375				+	46	+	24027			
MANAGEMENT INFO SYSTEMS	+	17	+	29077				5	164	26300	27781	*	*	*
MARKETING/MARK MGMT (RESR	+	69	+	25528				15	456	22152	23540	*	*	*
REAL ESTATE	+	+	+	+				+	4	+	20080			
COMMUNICATIONS														
ADVERTISING	+	9	+	22433				1	35	18700	21767	*	*	*
COMMUNICATIONS	2	23	20000	21644	*	*	*	3	104	17500	21583	*	*	*
JOURNALISM	+	18	+	20510				1	59	15600	18833	*	*	*
TELECOMMUN/BROADCASTING	+	8	+	26250				6	17	21133	23106	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	+	27	+	18665				11	191	18072	19937	*	*	*
PRE-ELEMENTARY EDUCATION	+	+	+	+				9	25	12397	17139	*	*	*
PHYSICAL EDUCATION	+	1	+	16305				+	21	+	19120			
SPECIAL EDUCATION	+	2	+	23000				11	36	23811	23017	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	+	+	+				+	9	+	19411			
TEXTILES & CLOTHING	+	13	+	20015				+	23	+	20978			
MERCHANDISING MANAGEMENT	+	3	+	21833				1	24	16000	21388	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	5	+	19484				1	15	16644	21434	*	*	*
LETTERS (incl English, Li	+	13	+	22346				3	52	25167	21681	*	*	*
VISUAL & PERFORMING ARTS	+	14	+	17767				4	42	21910	19738	*	*	*
HUMANITIES - OTHER	+	10	+	23248				+	32	+	21856			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	9	+	19650				+	37	+	21057			
HISTORY	+	7	+	18034				+	24	+	20447			
POLITICAL SCIENCE/GOVT	+	13	+	21540				1	60	14820	21665	*	*	*
PSYCHOLOGY	1	20	10000	19419	*	*	*	9	74	16667	18802	*	*	*
SOCIOLOGY	1	8	17200	20150	*	*	*	1	38	17200	18943	*	*	*
SOCIAL SCIENCES-OTHER	+	12	+	19205				6	56	16953	19088	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	6	+	28110				4	74	27626	30318	*	*	*
AGRICULTURAL	+	1	+	25000				+	17	+	31471			
ARCHITECTURAL	+	1	+	29700				+	26	+	30727			
BIOENGINEERING & BIOMEDIC	+	1	+	30000				+	4	+	26875			
CHEMICAL	9	120	36618	37985	*	*	*	27	685	35867	36990	38100	37500	32000
CIVIL	2	50	27600	31054	*	*	*	4	390	26316	29798	*	*	*
COMPUTER	1	10	32000	34270	*	*	*	5	73	27915	32056	*	*	*
ELECTRICAL/ELECTRONIC	5	94	31905	33073	*	*	*	33	737	30434	32943	36000	31380	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	2	+	$29700			
INDUSTRIAL	2	14	$34902	$33673	*	*	*	13	164	$31211	32058	*	*	*
MECHANICAL	18	144	33497	34333	*	*	*	37	891	33013	33897	$36180	$33700	$31000
METALLURGICAL	1	9	36000	33904	*	*	*	4	54	34410	33803	*	*	*
MINING (INCL GEOLOGICAL)	+	+	+	+				1	32	24000	31018	*	*	*
NUCLEAR	+	+	+	+				+	9	+	32895			
PETROLEUM	+	22	+	40664				5	123	38760	38486	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	1	10	23000	29770	*	*	*	22	97	23749	27814	30000	23000	18000
INDUSTRIAL TECHNOLOGY	+	3	+	31500				+	12	+	26042			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	15	+	22263				+	43	+	21949			
ANIMAL SCIENCES	+	8	+	20805				+	23	+	21528			
PLANT SCIENCES	+	2	+	20000				+	6	+	21413			
NATURAL RESOURCES	+	1	+	28080				2	8	21500	21095	*	*	*
OTHER AGRICULTURAL SCIENC	+	5	+	24338				+	23	+	25440			
COMPUTER SCIENCE														
COMPUTER SCIENCE	6	47	31733	31146	*	*	*	30	395	27876	30153	34000	27210	20000
COMPUTER PROGRAMMING	+	+	+	+				+	15	+	29123			
INFORMATION SCIENCES & SY	1	22	33500	30948	*	*	*	5	102	28838	28800	*	*	*
SYSTEMS ANALYSIS	+	2	+	23500				+	3	+	21867			
HEALTH SCIENCES														
ALLIED HEALTH	5	10	28360	29696	*	*	*	37	59	29421	27774	33000	29016	25529
HEALTH SCIENCES	+	1	+	24500				3	26	25000	20944	*	*	*
NURSING	+	3	+	25333				13	55	35983	27964	*	*	*
PHARMACY	+	21	+	40099				2	27	41500	39633	*	*	*
SCIENCES														
ACTUARIAL	+	2	+	22750				+	4	+	25225			
ARCHITECTURAL & ENVIRONME	+	1	+	25000				+	15	+	25927			
BIOLOGICAL	+	7	+	21902				2	30	12720	20410	*	*	*
CHEMISTRY	+	2	+	28840				4	37	24930	27625	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	23267				1	17	16650	27691	*	*	*
MATHEMATICS	2	8	21023	21746	*	*	*	4	61	20609	25595	*	*	*
PHYSICS	+	+	+	+				2	13	29236	28176	*	*	*
OTHER PHYSICAL & EARTH SC	+	2	+	18400				1	4	26000	20637	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	79	1525						458	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	13	371	$30154	$28512	*	*	*	59	1234	$29287	$27135	$35200	$29040	$27000
ACCOUNTING (PRIVATE)	1	55	27030	27180	*	*	*	12	396	23384	24744	*	*	*
COMMERCIAL BANKING (CNSMR	1	5	32000	25600	*	*	*	1	28	32000	21850	*	*	*
COMMERCIAL BANKING (LENDG	1	10	31200	24920	*	*	*	2	34	21850	23065	*	*	*
INVESTMT BANKING (CORP FN	+	+	+	+				+	13	+	25577			
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	24000			
INVESTMT BANKG (REAL EST)	+	1	+	20000				1	4	15000	18875	*	*	*
INVESTMT BANKG (SALES & T	+	+	+	+				1	11	16800	23963	*	*	*
FINANCIAL/TREASURY ANALYS	1	30	26400	28731	*	*	*	9	167	24154	26242	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	+	+	+				+	16	+	21160			
UNDERWRITING	+	16	+	24000				1	71	40290	23705	*	*	*
INSURANCE - CLAIMS	+	6	+	19849				+	51	+	22344			
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	4	+	17145				+	14	+	19295			
MEDIA PLANNING	+	1	+	35000				1	5	16000	25460	*	*	*
REPORTING	+	+	+	+				+	13	+	14975			
PRODUCTION	+	7	+	21377				3	35	23067	24503	*	*	*
PUBLIC RELATIONS	+	11	+	20603				1	30	15236	19384	*	*	*
WRITING / EDITING	+	7	+	21586				1	20	15600	19635	*	*	*
MARKETING														
ADVERTISING	+	5	+	18800				+	17	+	20135			
BRAND/PRODUCT MANAGEMENT	+	11	+	19066				8	68	22725	23855	*	*	*
BUYER/MERCHANDISING	+	37	+	21831				1	99	16000	22841	*	*	*
DISTRIBUTION	+	8	+	29558				+	30	+	26709			
MARKET RESEARCH	+	2	+	27500				3	39	22333	25261	*	*	*
PURCHASING	+	3	+	29293				1	17	32100	24787	*	*	*
SALES	2	87	24400	25831	*	*	*	18	488	24044	24882	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	3	+	21000				+	19	+	19870			
FINANC,TAXA, MONETARY POL	+	4	+	20725				2	42	22750	22802	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				+	7	+	22056			
LAW ENFORCEMENT	+	6	+	21723				+	25	+	22986			
MILITARY	+	3	+	23667				4	26	20754	23803	*	*	*
NATIONAL SECURITY	+	3	+	16867				+	7	+	20229			
URBAN / REGIONAL PLANNING	+	4	+	17892				1	7	11440	17261	*	*	*
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	4	+	24500			
DESIGN / CONSTRUCT	3	63	31233	32387	*	*	*	14	440	25641	30781	*	*	*
ENVIRONMENTAL/SANITATION	2	13	24750	31084	*	*	*	4	81	21505	30503	*	*	*
MANUFACTURING/INDUSTRIAL	10	69	34646	34221	*	*	*	27	480	32719	33740	36360	34620	26000
SYSTEMS / PROGRAMMING	2	14	34500	33901	*	*	*	8	109	31478	32129	*	*	*
POWER SYSTEMS	+	9	+	30940				4	108	28690	32930	*	*	*
SOFTWARE DESIGN & DEVELOP	1	17	31500	33648	*	*	*	2	91	26784	32469	*	*	*
HARDWARE DESIGN & DEVELOP	+	27	+	32988				1	94	38000	33354	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	3	32	$30921	$34059	*	*	*	20	173	$27841	$33937	$37500	$26252	$21204
TESTING	+	16	+	31264				3	82	24084	30457	*	*	*
PROCESS ENGINEERING	6	101	36083	38696	*	*	*	18	553	36151	37480	*	*	*
PROJECT ENGINEERING	4	47	34820	36312	*	*	*	8	403	34547	34231	*	*	*
OTHER ENGINEERING	7	67	32861	33239	*	*	*	42	714	31121	32598	36960	32400	22800
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	1	+	22000				3	19	19167	24503	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	2	+	23916			
MEDICAL TECHNOLOGY	+	4	+	23925				4	28	28007	24349	*	*	*
NURSES / PERSONAL CARE	+	4	+	22120				12	51	34382	27158	*	*	*
OCCUPATIONAL THERAPY	5	5	28360	28360	*	*	*	14	17	28787	29035	*	*	*
PHARMACIST	1	22	26550	39483	*	*	*	3	28	36517	39165	*	*	*
PHYSICAL THERAPY	+	2	+	25545				+	4	+	19045			
RESPIRATORY THERAPY	+	2	+	36828				+	3	+	35885			
OTHER HEALTH RELATED	+	5	+	20876				25	53	29314	24256	33000	30000	23000
SOCIAL SERVICES														
ADMINISTRATION	+	3	+	21240				2	15	14050	20661	*	*	*
COUNSELING	2	8	14600	15363	*	*	*	5	41	15700	16686	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	15240			
SOCIAL WORK	+	6	+	20408				6	29	14866	16927	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	3	43	28967	30559	*	*	*	19	305	26794	28420	*	*	*
INFORMATION SYSTEMS	4	13	32000	31862	*	*	*	9	107	31556	29174	*	*	*
SYSTEMS ANALYSIS & DESIGN	2	15	35750	30872	*	*	*	12	191	30194	29761	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	2	+	30000				+	10	+	30424			
AGRICULTURE/NAT'L RESOURC	+	19	+	21821				1	55	20000	21431	*	*	*
ARCHITECTURE	+	1	+	25000				+	7	+	25057			
CONSULTING	2	38	34500	29047	*	*	*	10	175	27569	28662	*	*	*
HUMAN RESRCS /INDUS RELS	+	6	+	25033				7	50	20977	22429	*	*	*
MANAGEMENT TRAINEE	1	100	28000	22954	*	*	*	7	594	24503	22256	*	*	*
MATH/STATISTICIANS	2	3	21023	20747	*	*	*	5	16	21301	23501	*	*	*
PARALEGAL	+	+	+	+				+	5	+	19000			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	5	+	24400			
RESEARCHERS - TECHNICAL	+	+	+	+				+	16	+	29153			
TEACHING	+	48	+	19721				33	366	20157	20511	25200	21100	10440
TOTALS	79	1525						458	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 2 MARCH 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	15	+	$37500				2	142	$27500	$31118	*	*	*
MBA--NON-TECH	+	38	+	36570				3	156	29115	33870	*	*	*
MBA--TECH	+	7	+	50757				+	20	+	39435			
MS-BUSINESS	+	6	+	50654				+	7	+	49132			
ECONOMICS & FINANCE (BANK	+	28	+	44118				+	34	+	42209			
HUMAN RESOURCES (INCL LAB	1	1	$35500	35500	*	*	*	3	6	32633	28817	*	*	*
MANAGEMENT INFORMATION SY	+	+	+	+				+	7	+	33886			
MARKETING/MKTNG MGT (RESE	+	12	+	45745				+	14	+	45088			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	1	+	32800				+	6	+	27460			
JOURNALISM	+	1	+	21500				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	15	+	24187			
ELEMENTARY EDUCATION	+	+	+	+				10	26	25657	24472	*	*	*
PHYSICAL EDUCATION	+	+	+	+				+	4	+	24500			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	+	+	+				+	9	+	23896			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	21000	16650	*	*	*
LETTERS	+	+	+	+				+	4	+	23500			
VISUAL & PERFORMING ARTS	+	+	+	+				1	2	21325	21163	*	*	*
HUMANITIES - OTHER	+	2	+	35000				+	3	+	35000			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	12600				+	9	+	23945			
SOCIOLOGY	+	1	+	28000				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	2	+	25500				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	1	+	40000				+	8	+	35640			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	+	8	+	40934				1	25	40000	39818	*	*	*

continued

MAPA REGIONAL Report No. 2 MARCH 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	10	+	$35110				+	60	+	$34900			
COMPUTER	+	1	+	35200				+	2	+	37400			
ELECTRICAL/ELECTRONIC	+	21	+	41129				1	86	$31490	38078	*	*	*
INDUSTRIAL	+	+	+	+				1	18	36000	36437	*	*	*
MECHANICAL	2	10	$35170	36704	*	*	*	2	82	35170	38000	*	*	*
METALLURGICAL	+	+	+	+				+	16	+	38014			
MINING & MINERAL	+	+	+	+				+	13	+	35085			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	42300				2	22	52020	43523	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	2	+	21091			
HEALTH SCIENCES	+	1	+	25000				+	4	+	26500			
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				1	5	20195	27239	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	+	+	+				+	2	+	24679			
CHEMISTRY	+	+	+	+				+	7	+	32486			
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	2	44000	45500	*	*	*	2	59	42400	36904	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				+	25	+	36393			
MATHEMATICS (INCL ACTUARI	+	1	+	35000				+	8	+	26900			
PHYSICS	+	+	+	+				1	3	22356	27219	*	*	*
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	4	174						31	939					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/8/91 THROUGH 3/8/91

CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	35	+	$51463				+	72	+	$44058			
MBA--TECH	+	8	+	54688				+	15	+	47100			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	33	+	53455				2	73	$30500	45901	*	*	*
MBA--TECH	+	27	+	57141				+	30	+	55584			
OVER 4 YEARS														
MBA--NON-TECH	+	20	+	57315				21	69	41852	47032	$50000	$38000	$32000
MBA--TECH	+	14	+	54693				14	30	44836	48400	*	*	*
TOTALS	+	137						37	289					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	5	+	$54220			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	$43000				+	5	+	37214			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	1	+	30000			
FOREIGN LANGUAGES	+	1	+	45739				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	3	+	50000				+	5	+	50540			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	3	+	53820				+	12	+	52177			
CIVIL	+	+	+	+				+	5	+	41399			
COMPUTER	+	1	+	45000				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	1	+	36000				+	9	+	56133			
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	36000				+	3	+	43468			
METALLURGICAL	+	3	+	47000				+	8	+	45930			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	+	+	+				+	1	+	33550			
CHEMISTRY	+	3	+	49000				+	34	+	49060			
GEOLOGICAL (INCL GEOPHYS)	+	2	+	56000				+	7	+	50549			
MATHEMATICS	+	1	+	54400				+	6	+	38483			
PHYSICS	+	1	+	40000				+	2	+	40000			
POLYMER	+	1	+	53400				+	1	+	53400			
TOTALS	+	22						+	114					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	29534 58 36300/27000			29067 3				35000 1	
BUSINESS ADMIN (INCL MGMT	31500 1				32000 1			31500 1	
MANAGEMENT INFO SYSTEMS					18000 1		24000 1		
MARKETING/MARK MGMT (RESR					16800 1			19000 1	
TELECOMMUN/BROADCASTING						21300 4			
PRE-ELEMENTARY EDUCATION								10000 1	
LETTERS (incl English, Li							30000 1		
CHEMICAL									32000 1
CIVIL									27996 1
INDUSTRIAL								30846 2	
MECHANICAL									32733 3
MINING (INCL GEOLOGICAL)									24000 1
PETROLEUM									33600 1
ENGINEERING TECHNOLOGY		15000 1					24440 1	23000 1	
NATURAL RESOURCES								21500 2	
COMPUTER SCIENCE	32000 1		28000 1	25900 2		24900 1	25714 7	38000 2	
INFORMATION SCIENCES & SY							24497 3		
PHYSICS								25200 1	

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BUSINESS ADMIN (INCL MGMT						23280 9			
ECONOM & FINANCE (BANKING	13500 2			40290 1		22000 1			
MARKETING/MARK MGMT (RESR	30000 1		17500 2			20400 5			17680 1
COMMUNICATIONS	12500 1					28000 1			
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING				21600 1		20000 1			
MERCHANDISING MANAGEMENT						16000 1			
LETTERS (incl English, Li								19000 1	
POLITICAL SCIENCE/GOVT		14820 1							
PSYCHOLOGY						18733 3	12000 1		
ENGINEERING TECHNOLOGY						29750 2			
COMPUTER SCIENCE						18000 2			
PHARMACY						41500 2			

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			27500 1	24396 1		23000 1	20110 2		
BUSINESS ADMIN (INCL MGMT					26500 1		11440 1		17500 1
ECONOM & FINANCE (BANKING			26220 2			20195 2			16160 1
MANAGEMENT INFO SYSTEMS							22500 1		
MARKETING/MARK MGMT (RESR						14924 1			
ELEMENTARY EDUCATION					21407 7				
PRE-ELEMENTARY EDUCATION					12275 4				
SPECIAL EDUCATION					24547 9				
FOREIGN LANGUAGES						16644 1			
LETTERS (incl English, Li					26500 1				
VISUAL & PERFORMING ARTS					22813 3				
PSYCHOLOGY					22000 1				
SOCIAL SCIENCES-OTHER			13520 1			22000 1			18000 1
AEROSPACE & AERONAUTICAL						26252 2			
CHEMICAL				37500 1		21201 1			
CIVIL						22067 1			
COMPUTER						24858 3			
ELECTRICAL/ELECTRONIC				31504 5		25541 14			
INDUSTRIAL			30000 1			23926 2			
MECHANICAL				34433 3		23255 3			
ENGINEERING TECHNOLOGY			20000 1	17000 2	21000 1	22800 1			
COMPUTER SCIENCE			44700 1			26252 1	16120 1		23367 3
ALLIED HEALTH					27000 1			29590 34 45000/26000	27765 2

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
HEALTH SCIENCES								25500 2	24000 1
NURSING								35983 13	
BIOLOGICAL					12720 2				
CHEMISTRY						27720 1		18000 1	
GEOLOGY & GEOLOGICAL SCI						16650 1			
MATHEMATICS						20609 4			
PHYSICS					33272 1				
OTHER PHYSICAL & EARTH SC					26000 1				

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BUSINESS ADMIN (INCL MGMT			15236 1						32000 3
MARKETING/MARK MGMT (RESR									24070 1
COMMUNICATIONS			12000 1						
ELEMENTARY EDUCATION			12980 3						
PRE-ELEMENTARY EDUCATION			13119 4						
SPECIAL EDUCATION			20500 2						
VISUAL & PERFORMING ARTS			19200 1						
PSYCHOLOGY			14950 4						
SOCIOLOGY			17200 1						
SOCIAL SCIENCES-OTHER			16067 3						
AEROSPACE & AERONAUTICAL					32000 1				
CHEMICAL									36554 23 38500/35400
CIVIL								25200 1	30000 1
COMPUTER									32000 1
ELECTRICAL/ELECTRONIC					32400 1		36000 1		35400 1
INDUSTRIAL							34200 1		33168 3
MECHANICAL					31000 1		32133 3		35400 3
ENGINEERING TECHNOLOGY							18000 1	30000 1	
COMPUTER SCIENCE									31000 1
INFORMATION SCIENCES & SY									35350 2
CHEMISTRY									27000 2

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING		24100 3				23000 1			
BUSINESS ADMIN (INCL MGMT									20000 1
ECONOM & FINANCE (BANKING	27030 1	24900 3							24930 2
MANAGEMENT INFO SYSTEMS		33500 2							
CHEMICAL		36960 1							
COMPUTER		33000 1							
ELECTRICAL/ELECTRONIC		35214 9						34250 2	
INDUSTRIAL					33600 1			34800 1	
MECHANICAL	25000 1	34760 11			34828 5			31500 1	35900 2
METALLURGICAL					34410 4				
PETROLEUM									40050 4
ENGINEERING TECHNOLOGY	38000 1	22667 3		23400 1	26000 1				
COMPUTER SCIENCE	33900 1	35500 2			27673 3			31500 1	

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							26275 2
BUSINESS ADMIN (INCL MGMT	25500 1						
MARKETING/MARK MGMT (RESR				46800 1			26000 1
ADVERTISING							18700 1
ELEMENTARY EDUCATION						10000 1	
AEROSPACE & AERONAUTICAL							26000 1
INDUSTRIAL				32100 1			32000 1
MECHANICAL							31800 1
ENGINEERING TECHNOLOGY			19500 1				26613 3

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	29568 59 36300/27000			29067 3	22267 3	21300 4	27000 2	23875 4	
BACHELOR - TECHNICAL	32000 1	15000 1	28000 1	25900 2		24900 1	25267 11	28612 8	30828 7

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	17375 4	14820 1	17500 2	30945 2		21606 21 33000/18000	12000 1	19009 1	16640 2
BACHELOR - TECHNICAL						29750 6			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			23365 4	24396 1	21666 26 40320/15700	19493 6	18540 4		17220 3
BACHELOR - TECHNICAL			31567 3	30211 11	22119 6	24159 34 27720/21023	16120 1	30857 50 55200/25400	24938 6

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL			15203 20 26000/10440						30018 4
BACHELOR - TECHNICAL					31800 3		30767 6	27600 2	35123 37 38500/31500

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	27030 1	26750 8				23000 1			23287 3
BACHELOR - TECHNICAL	32300 3	33639 27 39200/33000		23400 1	32457 14			33260 5	38667 6

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	25500 1			46800 1		10000 1	
BACHELOR - TECHNICAL			19500 1	32100 1			

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	29534 58 36300/27000	23742 10	32000 1	31200 1					
ECONOM & FINANCE (BANKING		21595 2					15000 1		24154 9
MARKETING/MARK MGMT (RESR	14924 1							16800 1	
COMMUNICATIONS				12500 1					

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT								15236 1	
ECONOM & FINANCE (BANKING		40290 1							
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING					16000 1		23067 3		

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									23000 1
BUSINESS ADMIN (INCL MGMT		22750 2					22333 3		
ECONOM & FINANCE (BANKING		22000 1							
MANAGEMENT INFO SYSTEMS							24000 1		22500 1
MARKETING/MARK MGMT (RESR		24870 4			15000 1		25500 4		
ADVERTISING							18700 1		
TELECOMMUN/BROADCASTING							21600 1		
MERCHANDISING MANAGEMENT			16000 1						
LETTERS (incl English, Li					19000 1				
POLITICAL SCIENCE/GOVT		14820 1							
PSYCHOLOGY							18100 2		
CHEMICAL							33000 1		
INDUSTRIAL						32100 1			
MECHANICAL					33000 1		38800 1		
ENGINEERING TECHNOLOGY							29750 2		
COMPUTER SCIENCE							16000 2		

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT					11440 1				
FOREIGN LANGUAGES			16644 1						
SOCIAL SCIENCES-OTHER			22000 1					13520 1	
AEROSPACE & AERONAUTICAL									26000 1
CHEMICAL									37500 1
CIVIL							23634 2		30000 1
ELECTRICAL/ELECTRONIC							36000 1		36400 3
INDUSTRIAL									33800 3
MECHANICAL							32625 4	26500 1	33831 16
ENGINEERING TECHNOLOGY							20000 6	23000 1	19000 2
NATURAL RESOURCES								23000 1	
CHEMISTRY			27720 1						
GEOLOGY & GEOLOGICAL SCI			16650 1						
PHYSICS							25200 1		

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
MARKETING/MARK MGMT (RESR									19000 1
AEROSPACE & AERONAUTICAL					26252 1	32000 1			26252 1
CHEMICAL					33050 4		36336 17	36760 2	37230 2
CIVIL									27996 1
COMPUTER			22067 1		26254 2				
ELECTRICAL/ELECTRONIC	31607 4	31587 3			27188 10			32726 2	30059 10
INDUSTRIAL						26252 1			30717 6
MECHANICAL	34500 2				21204 1			34350 4	31966 7
METALLURGICAL									34410 4
MINING (INCL GEOLOGICAL)									24000 1
PETROLEUM									38760 5
ENGINEERING TECHNOLOGY	28200 2	20000 1		38000 1	19500 1				24767 3
COMPUTER SCIENCE			31500 1						
BIOLOGICAL						14000 1			
CHEMISTRY							33000 1		21000 1
PHYSICS					33272 1				

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING						26550 1			
BUSINESS ADMIN (INCL MGMT	17500 1								
SPECIAL EDUCATION									19050 2
SOCIAL SCIENCES-OTHER									13000 1
ALLIED HEALTH	22000 1		28007 4		28847 13				30503 19
HEALTH SCIENCES					28000 1				23500 2
NURSING				34382 12					55200 1
PHARMACY						41500 2			
CHEMISTRY	18000 1								

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT						32000 4			
MANAGEMENT INFO SYSTEMS					18000 1	33500 2			
COMMUNICATIONS		12000 1							
ELEMENTARY EDUCATION	18100 1			10000 1					
PRE-ELEMENTARY EDUCATION	10000 1			15496 1					
LETTERS (incl English, Li							30000 1		
PSYCHOLOGY		15650 2		14250 2					
SOCIOLOGY		17200 1							
SOCIAL SCIENCES-OTHER		18000 1		17600 2					
COMPUTER						32500 2			
ENGINEERING TECHNOLOGY							24440 1		
NATURAL RESOURCES									20000 1
COMPUTER SCIENCE					27682 17		29743 7		
INFORMATION SCIENCES & SY					20500 1	24000 1	33231 3		

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING	
ACCOUNTING		35000	1											
BUSINESS ADMIN (INCL MGMT		31500	2	21833	3	25881	4							
ECONOM & FINANCE (BANKING		12000	1											
MARKETING/MARK MGMT (RESR				21000	1	20000	1	24070	1					
COMMUNICATIONS						28000	1							
TELECOMMUN/BROADCASTING				20000	1									
ELEMENTARY EDUCATION				—									18966	9
PRE-ELEMENTARY EDUCATION		10000	1										12680	6
SPECIAL EDUCATION													24869	9
LETTERS (incl English, Li													26500	1
VISUAL & PERFORMING ARTS													21910	4
PSYCHOLOGY				12000	1	20000	1						22000	1
INDUSTRIAL		30846	2											
ENGINEERING TECHNOLOGY				28340	1								21000	1
COMPUTER SCIENCE		31333	3											
BIOLOGICAL											—		11440	1
MATHEMATICS								20609	4					
OTHER PHYSICAL & EARTH SC													26000	1

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	29287 59 36300/27000	23384 12	32000 1	21850 2			15000 1	16800 1	24154 9
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL		40290 1			16000 1		23067 3	15236 1	15600 1
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL		22725 8	16000 1		17000 2		22458 12		22750 2
BACHELOR - TECHNICAL					33000 1	32100 1	27217 6		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL			19322 2		11440 1			13520 1	
BACHELOR - TECHNICAL			22185 2				25641 14	24167 3	32719 27 37500/26000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL	31478 8	28690 4	26784 2	38000 1	27841 20 38500/21204	24084 3	36151 18	34547 8	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	17500 1					26550 1			
BACHELOR - TECHNICAL	20000 2		28007 4	34382 12	28787 14	41500 2			

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	14050 2	15700 5		14866 6	18000 1	32500 6	30000 1		
BACHELOR - TECHNICAL					27283 18	29667 3	30212 11		20000 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		24000 5	19750 6	24503 7	24070 1				20224 30 40320/10400
BACHELOR - TECHNICAL		31138 5	28340 1		20609 4				19480 3

AVERAGE SALARY OFFERS MARCH 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				32172 2					
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							23000 1
MBA--TECH							

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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 3 April 1991

MIDDLE ATLANTIC REGION (MAPA)

Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Fairmont State College
Franklin & Marshall College
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
Howard University
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Thomas Jefferson University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College
William Paterson College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (March 8, 1991 through April 5, 1991) and cumulatively (September 1, 1990, and April 5, 1991). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 3/8/91 THROUGH 4/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	24	574	$27148	$26200	$30000	$27500	$24300	94	1888	$28521	$26675	$33000	$28250	$24396
BUSINESS ADMIN (INCL MGMT	10	158	20070	23583	*	*	*	21	496	24605	23354	32000	25000	18000
DISTRIBUTION MANAGEMENT	1	1	24000	24000	*	*	*	1	9	24000	27211	*	*	*
ECONOM & FINANCE (BANKING	4	237	27028	26242	*	*	*	18	618	23205	25520	*	*	*
HOTEL/RESTAURANT MGMT.	+	1	+	22000				+	39	+	21121			
HUMAN RSRCS (incl LABOR R	+	7	+	22929				+	50	+	23885			
MANAGEMENT INFO SYSTEMS	2	101	26500	28043	*	*	*	6	197	27750	28044	*	*	*
MARKETING/MARK MGMT (RESR	12	215	24050	23554	*	*	*	20	584	23854	23723	31000	21300	15000
REAL ESTATE	+	1	+	21000				+	5	+	20264			
COMMUNICATIONS														
ADVERTISING	+	6	+	18917				1	39	18700	21478	*	*	*
COMMUNICATIONS	1	36	12500	21960	*	*	*	3	116	17500	21733	*	*	*
JOURNALISM	1	15	15600	20531	*	*	*	1	66	15600	19422	*	*	*
TELECOMMUN/BROADCASTING	3	8	19200	21650	*	*	*	6	22	21133	23109	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	1	36	10000	20006	*	*	*	11	198	18072	19963	*	*	*
PRE-ELEMENTARY EDUCATION	5	6	11100	12967	*	*	*	11	27	12052	16647	*	*	*
PHYSICAL EDUCATION	+	5	+	21978				+	21	+	19120			
SPECIAL EDUCATION	3	8	20683	20831	*	*	*	13	39	23498	22956	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	5	+	21100				+	12	+	19392			
TEXTILES & CLOTHING	+	5	+	23600				+	27	+	21241			
MERCHANDISING MANAGEMENT	+	+	+	+				1	24	16000	21388	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	2	18000	23250	*	*	*	2	16	17322	21220	*	*	*
LETTERS (incl English, Li	1	10	30000	22641	*	*	*	3	58	25167	21734	*	*	*
VISUAL & PERFORMING ARTS	+	5	+	23800				4	44	21910	19873	*	*	*
HUMANITIES - OTHER	+	5	+	21360				+	37	+	21789			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	9	+	20455				+	39	+	20759			
HISTORY	+	4	+	22000				+	25	+	20629			
POLITICAL SCIENCE/GOVT	1	14	14820	23030	*	*	*	1	66	14820	21998	*	*	*
PSYCHOLOGY	8	21	17400	20416	*	*	*	11	83	17382	19250	*	*	*
SOCIOLOGY	+	4	+	15878				1	38	17200	18943	*	*	*
SOCIAL SCIENCES-OTHER	1	6	13520	21360	*	*	*	6	59	16953	19456	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	22	+	30087				4	85	27626	30188	*	*	*
AGRICULTURAL	+	6	+	30667				+	20	+	31350			
ARCHITECTURAL	+	9	+	29804				+	33	+	30709			
BIOENGINEERING & BIOMEDIC	+	2	+	30000				+	6	+	27917			
CHEMICAL	8	384	36783	37002	*	*	*	35	812	36076	37178	38000	36960	33000
CIVIL	3	101	28667	30703	*	*	*	7	434	27323	29764	*	*	*
COMPUTER	1	28	31490	31593	*	*	*	6	87	28511	32126	*	*	*
ELECTRICAL/ELECTRONIC	7	326	31860	33060	*	*	*	40	875	30683	33049	36360	31380	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	2	+	$29700			
INDUSTRIAL	3	79	$30700	$32440	*	*	*	16	206	$31116	32179	*	*	*
MECHANICAL	6	352	34082	33835	*	*	*	43	1034	33162	33980	$36180	$33700	$31000
METALLURGICAL	2	27	32400	33424	*	*	*	6	77	33740	33688	*	*	*
MINING (INCL GEOLOGICAL)	+	4	+	31900				1	36	24000	31116	*	*	*
NUCLEAR	+	5	+	32160				+	13	+	32627			
PETROLEUM	+	29	+	35944				5	126	38760	38467	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	10	43	21976	26856	*	*	*	25	107	23610	27839	30000	23000	18000
INDUSTRIAL TECHNOLOGY	+	+	+	+				+	12	+	26042			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	12	+	21995				+	47	+	22115			
ANIMAL SCIENCES	+	3	+	23000				+	23	+	21528			
PLANT SCIENCES	+	+	+	+				+	6	+	21413			
NATURAL RESOURCES	2	3	23000	21133	*	*	*	3	9	22000	21307	*	*	*
OTHER AGRICULTURAL SCIENC	+	3	+	22401				+	23	+	25440			
COMPUTER SCIENCE														
COMPUTER SCIENCE	14	170	25790	30900	*	*	*	33	470	28167	30258	33900	27600	20000
COMPUTER PROGRAMMING	1	5	29000	29440	*	*	*	1	17	29000	28914	*	*	*
INFORMATION SCIENCES & SY	+	26	+	29499				5	127	28838	29020	*	*	*
SYSTEMS ANALYSIS	+	1	+	24960				+	4	+	22640			
HEALTH SCIENCES														
ALLIED HEALTH	2	3	23765	21943	*		*	37	59	29421	27774	33000	29016	25529
HEALTH SCIENCES	1	3	24000	20216	*	*	*	3	27	25000	21095	*	*	*
NURSING	12	19	35898	33294	*	*	*	14	56	35770	28054	*	*	*
PHARMACY	+	+	+	+				2	27	41500	39633	*	*	*
SCIENCES														
ACTUARIAL	+	1	+	33240				+	5	+	26828			
ARCHITECTURAL & ENVIRONME	+	5	+	27860				+	16	+	26463			
BIOLOGICAL	2	12	12720	17865	*	*	*	2	37	12720	20103	*	*	*
CHEMISTRY	3	24	24560	28572	*	*	*	7	47	24771	27716	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	8	+	31450				1	22	16650	28525	*	*	*
MATHEMATICS	2	21	25512	29409	*	*	*	6	68	22243	26213	*	*	*
PHYSICS	2	7	29236	28098	*	*	*	2	13	29236	28176	*	*	*
OTHER PHYSICAL & EARTH SC	1	1	26000	26000	*	*	*	1	4	26000	20637	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	161	3249						540	10014					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	19	440	$27713	$26922	*	*	*	77	1452	$29006	$27250	$33000	$28500	$27000
ACCOUNTING (PRIVATE)	6	148	25033	24583	*	*	*	16	456	23944	24800	*	*	*
COMMERCIAL BANKING (CNSMR	+	20	+	22113				1	44	32000	21978	*	*	*
COMMERCIAL BANKING (LENDG	1	27	12500	24981	*	*	*	2	58	21850	24107	*	*	*
INVESTMT BANKING (CORP FN	+	10	+	29970				+	20	+	27875			
INVESTMT BANKNG (M & A)	+	1	+	33000				+	2	+	28500			
INVESTMT BANKG (REAL EST)	+	+	+	+				1	4	15000	18875	*	*	*
INVESTMT BANKG (SALES & T	1	9	16800	22310	*	*	*	1	15	16800	22439	*	*	*
FINANCIAL/TREASURY ANALYS	1	75	21600	27348	*	*	*	10	212	23899	26655	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	12	+	20822				+	23	+	21655			
UNDERWRITING	2	27	37645	24899	*	*	*	2	82	37645	24056	*	*	*
INSURANCE - CLAIMS	1	17	18000	22332	*	*	*	1	62	18000	22483	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	1	5	19200	18720	*	*	*	1	18	19200	19429	*	*	*
MEDIA PLANNING	1	3	16000	21100	*	*	*	1	5	16000	25460	*	*	*
REPORTING	+	3	+	13133				+	13	+	14975			
PRODUCTION	+	7	+	29543				3	36	23067	24706	*	*	*
PUBLIC RELATIONS	1	5	15236	21923	*	*	*	1	32	15236	19840	*	*	*
WRITING / EDITING	1	3	15600	19967	*	*	*	1	22	15600	19864	*	*	*
MARKETING														
ADVERTISING	+	6	+	19917				+	20	+	20465			
BRAND/PRODUCT MANAGEMENT	3	44	20740	24185	*	*	*	9	85	23800	23932	*	*	*
BUYER/MERCHANDISING	+	36	+	24572				1	126	16000	23303	*	*	*
DISTRIBUTION	+	12	+	25337				+	34	+	26362			
MARKET RESEARCH	+	14	+	24264				3	46	22333	24914	*	*	*
PURCHASING	+	5	+	26844				1	20	32100	25270	*	*	*
SALES	14	183	23800	24974	*	*	*	21	586	24486	25102	31000	26000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	1	+	20000				+	20	+	19876			
FINANC,TAXA, MONETARY POL	+	10	+	24853				2	47	22750	23040	*	*	*
ECONOMIC PROGRAMS	+	4	+	22198				+	7	+	22056			
LAW ENFORCEMENT	+	12	+	23399				+	32	+	23152			
MILITARY	1	4	22000	26625	*	*	*	5	28	21003	23817	*	*	*
NATIONAL SECURITY	+	+	+	+				+	7	+	20229			
URBAN / REGIONAL PLANNING	1	2	11440	21720	*	*	*	1	8	11440	19104	*	*	*
ENGINEERING														
BIOENGINEERING	+	2	+	30000				+	6	+	26333			
DESIGN / CONSTRUCT	6	149	20533	30257	*	*	*	15	502	25131	30779	*	*	*
ENVIRONMENTAL/SANITATION	3	18	19840	31854	*	*	*	5	87	21804	30721	*	*	*
MANUFACTURING/INDUSTRIAL	5	196	28940	33948	*	*	*	31	579	32584	33800	36300	34200	27000
SYSTEMS / PROGRAMMING	+	46	+	32349				8	133	31478	32328	*	*	*
POWER SYSTEMS	+	34	+	34807				4	123	28690	33179	*	*	*
SOFTWARE DESIGN & DEVELOP	1	43	32890	32158	*	*	*	3	112	28819	32283	*	*	*
HARDWARE DESIGN & DEVELOP	+	16	+	32884				1	107	38000	33253	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	3	67	$34911	$35220	*	*	*	22	203	$28558	$34006	$37500	$26254	$21204
TESTING	3	24	21893	29680	*	*	*	5	96	24786	30524	*	*	*
PROCESS ENGINEERING	6	276	37133	37502	*	*	*	24	651	36397	37560	38000	36960	33000
PROJECT ENGINEERING	+	217	+	33411				8	503	34547	34230	*	*	*
OTHER ENGINEERING	17	307	31265	33141	*	*	*	58	791	31373	32700	36540	32400	22061
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	2	4	19750	23125	*	*	*	3	19	19167	24503	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	2	+	23916			
MEDICAL TECHNOLOGY	1	3	25529	18343	*	*	*	4	29	28007	23854	*	*	*
NURSES / PERSONAL CARE	11	18	34144	32077	*	*	*	13	52	34275	27270	*	*	*
OCCUPATIONAL THERAPY	+	2	+	40750				14	18	28787	29866	*	*	*
PHARMACIST	+	+	+	+				3	28	36517	39165	*	*	*
PHYSICAL THERAPY	+	1	+	11648				+	4	+	19045			
RESPIRATORY THERAPY	+	1	+	28000				+	4	+	33914			
OTHER HEALTH RELATED	2	6	39600	24449	*	*	*	25	55	29314	24038	33000	30000	23000
SOCIAL SERVICES														
ADMINISTRATION	1	3	11000	18000	*	*	*	3	18	13033	20218	*	*	*
COUNSELING	2	9	15650	18655	*	*	*	5	43	15700	16696	*	*	*
FUNDRAISING / DEVELOPMENT	+	1	+	15240				+	1	+	15240			
SOCIAL WORK	3	10	12833	16940	*	*	*	6	33	14866	17176	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	8	130	25834	28713	*	*	*	20	361	26821	28561	33000	26536	20000
INFORMATION SYSTEMS	2	54	31000	30247	*	*	*	11	144	31455	29398	*	*	*
SYSTEMS ANALYSIS & DESIGN	4	87	26125	29178	*	*	*	12	221	30194	29679	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	3	+	29747				+	11	+	30680			
AGRICULTURE/NAT'L RESOURC	+	6	+	18863				1	56	20000	21504	*	*	*
ARCHITECTURE	+	2	+	27750				+	8	+	26238			
CONSULTING	3	87	23667	29310	*	*	*	12	230	28058	28933	*	*	*
HUMAN RESRCS /INDUS RELS	6	15	19750	20900	*	*	*	7	57	20977	22394	*	*	*
MANAGEMENT TRAINEE	4	169	26931	23850	*	*	*	10	667	25522	22560	*	*	*
MATH/STATISTICIANS	3	9	24015	23633	*	*	*	8	20	22319	23651	*	*	*
PARALEGAL	+	2	+	17500				+	7	+	18571			
RESEARCHERS NON-TECHNICAL	+	5	+	22405				+	7	+	23860			
RESEARCHERS - TECHNICAL	1	15	22000	27997	*	*	*	1	22	22000	28596	*	*	*
TEACHING	10	69	17775	20553	*	*	*	37	382	20040	20506	25200	21100	10400
TOTALS	161	3249						540	10014					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 3 APRIL 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	42	+	$30421				2	159	$27500	$31213	*	*	*
MBA--NON-TECH	1	83	$36000	38952	*	*	*	4	222	30836	35769	*	*	*
MBA--TECH	+	30	+	38152				+	49	+	39026			
MS-BUSINESS	+	6	+	39587				+	12	+	45120			
ECONOMICS & FINANCE (BANK	+	51	+	43655				+	84	+	43268			
HUMAN RESOURCES (INCL LAB	+	15	+	38488				3	19	32633	37222	*	*	*
MANAGEMENT INFORMATION SY	+	3	+	30000				+	10	+	32720			
MARKETING/MKTNG MGT (RESE	+	36	+	46381				+	50	+	46019			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	6	+	27460			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	21683				+	15	+	24187			
ELEMENTARY EDUCATION	+	2	+	25250				10	26	25657	24472	*	*	*
PHYSICAL EDUCATION	+	1	+	35000				+	4	+	24500			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	4	+	21319				+	9	+	23896			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	12300				1	2	21000	16650	*	*	*
LETTERS	+	1	+	32500				+	4	+	23500			
VISUAL & PERFORMING ARTS	+	1	+	21000				1	2	21325	21163	*	*	*
HUMANITIES - OTHER	1	1	20004	20004	*	*	*	1	4	20004	31251	*	*	*
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	16900				+	9	+	23945			
SOCIOLOGY	+	1	+	20800				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	+	+	+				+	8	+	35640			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	1	+	30000				+	1	+	30000			
CHEMICAL	+	12	+	38827				1	35	40000	39587	*	*	*

continued

MAPA REGIONAL Report No. 3 APRIL 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	6	+	$34617				+	64	+	$34902			
COMPUTER	+	+	+	+				+	2	+	37400			
ELECTRICAL/ELECTRONIC	+	25	+	38059				1	100	$31490	38353	*	*	*
INDUSTRIAL	+	7	+	35639				1	20	36000	36193	*	*	*
MECHANICAL	1	39	$39720	38484	*	*	*	3	105	36687	38121	*	*	*
METALLURGICAL	+	1	+	36000				+	17	+	37896			
MINING & MINERAL	+	1	+	34000				+	14	+	35007			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	3	+	39567				2	23	52020	43687	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	3	+	21962				+	3	+	21962			
HEALTH SCIENCES	+	10	+	26000				+	13	+	26231			
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	2	+	27750				1	6	20195	26116	*	*	*
ARCHITECTURAL & ENVIRONME	+	1	+	28080				+	1	+	28080			
BIOLOGICAL	+	1	+	18700				+	3	+	22686			
CHEMISTRY	+	5	+	34680				+	7	+	32486			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	19	+	39726				2	70	42400	37334	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	10	+	36222				+	25	+	36393			
MATHEMATICS (INCL ACTUARI	+	4	+	29950				+	10	+	28620			
PHYSICS	+	+	+	+				1	3	22356	27219	*	*	*
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	3	435						34	1241					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	32	+	$47233				+	98	+	$45306			
MBA--TECH	+	17	+	49794				+	31	+	48710			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	73	+	50025				2	133	$30500	48700	*	*	*
MBA--TECH	+	31	+	52978				+	60	+	54414			
OVER 4 YEARS														
MBA--NON-TECH	+	35	+	47809				21	100	41852	47425	$50000	$38000	$32000
MBA--TECH	+	24	+	55808				14	54	44836	51693	*	*	*
TOTALS	+	212						37	476					

1 Years of previous full-time, nonmilitary employment
* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	4	+	$54750				+	9	+	$54456			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	5	+	37214			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	1	+	30000			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	5	+	50540			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	9	+	53204				+	16	+	52235			
CIVIL	1	3	$42000	40332	*	*	*	1	6	$42000	41499	*	*	*
COMPUTER	+	+	+	+				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	2	+	58500				+	10	+	56220			
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	53760				+	4	+	46041			
METALLURGICAL	+	2	+	48600				+	10	+	46464			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	3	+	30333				+	4	+	31138			
CHEMISTRY	+	34	+	49370				+	49	+	48533			
GEOLOGICAL (INCL GEOPHYS)	+	3	+	52847				+	9	+	52871			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	+	+	+				+	2	+	40000			
POLYMER	+	1	+	52200				+	2	+	52800			
TOTALS	1	62						1	148					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	29191 76 36300/27000			29067 3				35000 1	
BUSINESS ADMIN (INCL MGMT	31500 1				32000 1			31500 1	
MANAGEMENT INFO SYSTEMS					18000 1		24000 1		
MARKETING/MARK MGMT (RESR					16800 1			25000 2	
TELECOMMUN/BROADCASTING						21300 4			
PRE-ELEMENTARY EDUCATION								10000 1	
LETTERS (incl English, Li							30000 1		
PSYCHOLOGY		19200 1							
CHEMICAL									32000 1
CIVIL								30000 1	27996 1
INDUSTRIAL								30846 2	
MECHANICAL									32733 3
MINING (INCL GEOLOGICAL)									24000 1
PETROLEUM									33600 1
ENGINEERING TECHNOLOGY		15000 1					24440 1	23000 1	
NATURAL RESOURCES								21500 2	
COMPUTER SCIENCE	32000 1		28000 1	25900 2		24900 1	26611 8	38000 2	
INFORMATION SCIENCES & SY							24497 3		
PHYSICS								25200 1	

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING						28000 1			
BUSINESS ADMIN (INCL MGMT						23280 9			
DISTRIBUTION MANAGEMENT						24000 1			
ECONOM & FINANCE (BANKING	13500 2			32745 2		22000 1			
MANAGEMENT INFO SYSTEMS				35000 1					
MARKETING/MARK MGMT (RESR	30000 1		17500 2			20400 5			17680 1
COMMUNICATIONS	12500 1					28000 1			
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING				21600 1		20000 1			
MERCHANDISING MANAGEMENT						16000 1			
FOREIGN LANGUAGES				18000 1					
LETTERS (incl English, Li								19000 1	
POLITICAL SCIENCE/GOVT		14820 1							
PSYCHOLOGY						18733 3	12000 1		
ENGINEERING TECHNOLOGY						29750 2			
COMPUTER SCIENCE						18000 2			
PHARMACY						41500 2			

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			27500 1	24396 1		23000 1	20110 2		
BUSINESS ADMIN (INCL MGMT					26500 1		11440 1		17500 1
ECONOM & FINANCE (BANKING		21600 1	26220 2			20471 3			16160 1
MANAGEMENT INFO SYSTEMS							22500 1		
MARKETING/MARK MGMT (RESR						14924 1			
ELEMENTARY EDUCATION					21407 7				
PRE-ELEMENTARY EDUCATION					12275 4				
SPECIAL EDUCATION					24447 10				
FOREIGN LANGUAGES						16644 1			
LETTERS (incl English, Li					26500 1				
VISUAL & PERFORMING ARTS					22813 3				
PSYCHOLOGY					22000 1	22000 1			
SOCIAL SCIENCES-OTHER			13520 1			22000 1			18000 1
AEROSPACE & AERONAUTICAL						26252 2			
CHEMICAL				37500 1		21201 1			
CIVIL						22067 1			
COMPUTER						26516 4			
ELECTRICAL/ELECTRONIC			31800 1	31504 5		25251 15			
INDUSTRIAL			28950 2			23926 2			
MECHANICAL				34433 3		23255 3			
ENGINEERING TECHNOLOGY			20000 1	17000 2	21880 2	22800 1			
COMPUTER SCIENCE			44700 1			26792 2	16120 1		23367 3
COMPUTER PROGRAMMING			29000 1						

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ALLIED HEALTH					27000 1			29590 34 45000/26000	27765 2
HEALTH SCIENCES								25500 2	24000 1
NURSING								35770 14	
BIOLOGICAL					12720 2				
CHEMISTRY				19680 1		27720 1		18000 1	
GEOLOGY & GEOLOGICAL SCI						16650 1			
MATHEMATICS						20692 5			
PHYSICS					33272 1				
OTHER PHYSICAL & EARTH SC					26000 1				

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BUSINESS ADMIN (INCL MGMT			15236 1						32000 3
MARKETING/MARK MGMT (RESR									24070 1
COMMUNICATIONS			12000 1						
ELEMENTARY EDUCATION			12980 3						
PRE-ELEMENTARY EDUCATION			12246 6						
SPECIAL EDUCATION			20333 3						
VISUAL & PERFORMING ARTS			19200 1						
PSYCHOLOGY			14950 4						
SOCIOLOGY			17200 1						
SOCIAL SCIENCES-OTHER			16067 3						
AEROSPACE & AERONAUTICAL					32000 1				
CHEMICAL									36663 28 38500/35400
CIVIL								25200 1	30000 1
COMPUTER									32000 1
ELECTRICAL/ELECTRONIC					31850 2		36000 1		35400 1
INDUSTRIAL							34200 1		32741 5
MECHANICAL					31000 1		32133 3		34732 6
ENGINEERING TECHNOLOGY							18000 2	30000 1	
COMPUTER SCIENCE									32000 2
INFORMATION SCIENCES & SY									35350 2
CHEMISTRY									27000 2

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGION
BY CURRICULUM/EMPLOYER CUMULATIVE PER

AL CUMULATIVE REPORT
IOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECT	R & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING		2415 0 4					23000 1		25000 1	
BUSINESS ADMIN (INCL MGMT										20000 1
ECONOM & FINANCE (BANKING	27030 1	2490 0 3								24930 2
MANAGEMENT INFO SYSTEMS		3350 0 2								
MARKETING/MARK MGMT (RESR	31000 1			21600 1						
CHEMICAL		3546 0 2			37500 1					
COMPUTER		3300 0 1								
ELECTRICAL/ELECTRONIC		3543 9 11				32910 2			34250 2	
INDUSTRIAL						33600 1			34800 1	
MECHANICAL	25000 1	3488 8 12				34423 6			31500 1	35900 2
METALLURGICAL						33740 6				
PETROLEUM										40050 4
ENGINEERING TECHNOLOGY	38000 1	2375 0 4			23400 1	26000 1				
COMPUTER SCIENCE	33900 1	3550 0 2				27673 3			31500 1	

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							26275 2
BUSINESS ADMIN (INCL MGMT	25500 1						
MARKETING/MARK MGMT (RESR				39600 2			27400 2
ADVERTISING							18700 1
ELEMENTARY EDUCATION						10000 1	
AEROSPACE & AERONAUTICAL							26000 1
CHEMICAL				36960 1			
CIVIL							28001 2
INDUSTRIAL				32100 1			32000 1
MECHANICAL				33600 1			31800 1
ENGINEERING TECHNOLOGY			19500 1				26613 3
NATURAL RESOURCES							23000 1
CHEMISTRY				32000 1			22000 1
MATHEMATICS				30000 1			

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	29221 77 36300/27000	19200 1		29067 3	22267 3	21300 4	27000 2	25300 5	
BACHELOR - TECHNICAL	32000 1	15000 1	28000 1	25900 2		24900 1	25902 12	28766 9	30828 7

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	17375 4	14820 1	17500 2	28018 5		21988 23 33000/18000	12000 1	19000 1	16640 2
BACHELOR - TECHNICAL						29750 6			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		21600 1	23365 4	24396 1	21736 27 40320/15700	19998 8	18540 4		17220 3
BACHELOR - TECHNICAL			30567 6	29333 12	22210 7	24275 38 31490/21023	16120 1	30899 51 55200/26000	24938 6

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL			15002 23 26000/10440						30018 4
BACHELOR - TECHNICAL					31675 4		28943 7	27600 2	35099 48 38500/32000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	29015 2	26478 9	21600 1			23000 1		25000 1	23287 3
BACHELOR - TECHNICAL	32300 3	33700 32 39200/33000		30450 2	32496 19			33260 5	38607 6

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	25500 1			39600 2		10000 1	
BACHELOR - TECHNICAL			19500 1	32932 5			

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				32172 2					
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH				36000 1			23000 1
MBA--TECH							

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	29191 76 36300/27000	24209 13	32000 1	31200 1					
ECONOM & FINANCE (BANKING		22797 3					15000 1		23899 10
MARKETING/MARK MGMT (RESR	14924 1							16800 1	
COMMUNICATIONS				12500 1					

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT								15236 1	
ECONOM & FINANCE (BANKING		40290 1							
MANAGEMENT INFO SYSTEMS		35000 1							
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING					16000 1		23067 3		
FOREIGN LANGUAGES			18000 1						
PSYCHOLOGY				19200 1					

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									23000 1
BUSINESS ADMIN (INCL MGMT		22750 2					22333 3		
ECONOM & FINANCE (BANKING		22000 1							
MANAGEMENT INFO SYSTEMS							24000 1		22500 1
MARKETING/MARK MGMT (BESR		26376 5			15000 1		26200 7		
ADVERTISING							18700 1		
TELECOMMUN/BROADCASTING							21600 1		
MERCHANDISING MANAGEMENT			16000 1						
LETTERS (incl English, Li					19000 1				
POLITICAL SCIENCE/GOVT		14820 1							
PSYCHOLOGY							18100 2		
CHEMICAL							33000 1		
INDUSTRIAL						32100 1			
MECHANICAL					33000 1		38800 1		
ENGINEERING TECHNOLOGY							29750 2		
COMPUTER SCIENCE							16000 2		

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW E	NFORCEMEN	MILITARY		NATIONAL SECUR	URBAN / REGION		BIOENGINEERING	DESIGN / CONST		ENVIRONMENTAL/		MANUFACTURING/	
BUSINESS ADMIN (INCL MGMT							11440	1							
FOREIGN LANGUAGES				16644	1										
PSYCHOLOGY				22000	1										
SOCIAL SCIENCES-OTHER				22000	1							13520	1		
AEROSPACE & AERONAUTICAL														26000	1
CHEMICAL														37500	1
CIVIL										23634	2			32400	2
ELECTRICAL/ELECTRONIC										36000	1			35125	4
INDUSTRIAL														33800	3
MECHANICAL										32625	4	26500	1	33818	17
ENGINEERING TECHNOLOGY										19714	7	23000	1	21667	3
NATURAL RESOURCES												23000	2		
CHEMISTRY				27720	1										
GEOLOGY & GEOLOGICAL SCI				16650	1										
PHYSICS										25200	1				

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
MARKETING/MARK MGMT (RESR									19000 1
AEROSPACE & AERONAUTICAL					26252 1	32000 1			26252 1
CHEMICAL					33944 6		36544 23 38500/36000	36760 2	37230 2
CIVIL									24599 2
COMPUTER			22067 1		26254 2				31490 1
ELECTRICAL/ELECTRONIC	31607 4	31587 3			27188 10			32726 2	30701 15
INDUSTRIAL						26252 1			31063 8
MECHANICAL	34500 2				21204 1			34350 4	32888 12
METALLURGICAL									33740 6
MINING (INCL GEOLOGICAL)									24000 1
PETROLEUM									38760 5
ENGINEERING TECHNOLOGY	28200 2	20000 1		38000 1	19500 1				24767 3
COMPUTER SCIENCE			32195 2						
BIOLOGICAL						14000 1			
CHEMISTRY						25840 2	33000 1		21000 1
PHYSICS					33272 1				

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING						26550 1			
BUSINESS ADMIN (INCL MGMT	17500 1								
SPECIAL EDUCATION									19050 2
SOCIAL SCIENCES-OTHER									13000 1
ALLIED HEALTH	22000 1		28007 4		28847 13				30503 19
HEALTH SCIENCES					28000 1				23500 2
NURSING				34275 13					55200 1
PHARMACY						41500 2			
CHEMISTRY	18000 1								

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT						32000 4			
MANAGEMENT INFO SYSTEMS					18000 1	33500 2			
COMMUNICATIONS		12000 1							
ELEMENTARY EDUCATION	18100 1			10000 1					
PRE-ELEMENTARY EDUCATION	10500 2			15496 1					
LETTERS (incl English, Li							30000 1		
PSYCHOLOGY		15650 2		14250 2					
SOCIOLOGY		17200 1							
SOCIAL SCIENCES-OTHER		18000 1		17600 2					
COMPUTER						32500 2			
ENGINEERING TECHNOLOGY							24440 1		
NATURAL RESOURCES									20000 1
COMPUTER SCIENCE					27662 18	33000 1	29743 7		
COMPUTER PROGRAMMING						29000 1			
INFORMATION SCIENCES & SY					20500 1	24000 1	33231 3		

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING	
ACCOUNTING		35000	1											
BUSINESS ADMIN (INCL MGMT		31500	2	21833	3	25881	4							
DISTRIBUTION MANAGEMENT						24000	1							
ECONOM & FINANCE (BANKING		12000	1					22023	1					
MARKETING/MARK MGMT (RESR		31000	1	21000	1	20000	1	24070	1					
COMMUNICATIONS						28000	1							
TELECOMMUN/BROADCASTING				20000	1									
ELEMENTARY EDUCATION													18966	9
PRE-ELEMENTARY EDUCATION		10000	1										12297	7
SPECIAL EDUCATION													24306	11
LETTERS (incl English, Li													26500	1
VISUAL & PERFORMING ARTS													21910	4
PSYCHOLOGY				12000	1	20000	1						22000	1
CIVIL		30000	1											
ELECTRICAL/ELECTRONIC						31800	1							
INDUSTRIAL		30846	2			27900	1							
ENGINEERING TECHNOLOGY				28340	1								21880	2
COMPUTER SCIENCE		31333	3											
BIOLOGICAL													11440	1
CHEMISTRY												22000	1	
MATHEMATICS								22243	6					
OTHER PHYSICAL & EARTH SC													26000	1

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	29006 77 36300/27000	23944 16	32000 1	21850 2			15000 1	16800 1	23899 10
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICA		37645 2	18000 1	19200 1	16000 1		23067 3	15236 1	15600 1
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL		23800 9	16000 1		17000 2		23393 15		22750 2
BACHELOR - TECHNICAL					33000 1	32100 1	27217 6		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL			20215 3		11440 1			13520 1	
BACHELOR - TECHNICAL			22185 2				25131 15	23875 4	32584 31 37500/27000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL	31478 8	28690 4	28819 3	38000 1	28558 22 38500/21204	24786 5	36397 24 38500/33000	34547 8	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	17500 1					26550 1			
BACHELOR - TECHNICAL	20000 2		28007 4	34275 13	28787 14	41500 2			

AVERAGE SALARY OFFERS APRIL 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PAGE 2

CURRICULUM	ADMINISTRATION		COUNSELING		FUNDRAISING /		SOCIAL WORK		COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL		AGRICULTURE/NA	
BACHELOR - NON TECHNICAL	13033	3	15700	5			14866	6	18000	1	32500	6	30000	1				
BACHELOR - TECHNICAL									27285	19	30200	5	30212	11			20000	1

CURRICULUM	ARCHITECTURE		CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL		RESEARCHERS NO		RESEARCHERS -		TEACHING	
BACHELOR - NON TECHNICAL			25167	6	19750	6	24441	8	22547	2							20009 40320/10400	33
BACHELOR - TECHNICAL			30949	6	28340	1	29850	2	22243	6					22000	1	20300	4

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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 4 May 1991

MIDDLE ATLANTIC REGION (MAPA)

Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Fairmont State College
Franklin & Marshall College
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
Howard University
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Thomas Jefferson University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College
William Paterson College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (April 5, 1991 through May 6, 1991) and cumulatively (September 1, 1990, and May 6, 1991). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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MAPA REGIONAL Report No. 4 MAY 1991

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	9	273	$25547	$26609	*	*	*	147	2304	$28298	$26667	$32000	$28000	$24000
BUSINESS ADMIN (INCL MGMT	7	94	24879	23730	*	*	*	30	653	24245	23520	32000	24012	17500
DISTRIBUTION MANAGEMENT	+	5	+	26340				1	14	24000	26900	*	*	*
ECONOM & FINANCE (BANKING	7	179	24457	27327	*	*	*	37	880	24748	25814	30000	25000	20195
HOTEL/RESTAURANT MGMT.	+	10	+	21340				+	49	+	21165			
HUMAN RSRCS (incl LABOR R	+	4	+	24650				+	72	+	24612			
MANAGEMENT INFO SYSTEMS	1	27	27000	28819	*	*	*	7	248	27643	28407	*	*	*
MARKETING/MARK MGMT (RESR	3	151	24133	24641	*	*	*	24	793	23978	23825	31000	22800	16800
REAL ESTATE	+	1	+	24000				+	6	+	20887			
COMMUNICATIONS														
ADVERTISING	+	3	+	18500				1	46	18700	20938	*	*	*
COMMUNICATIONS	+	12	+	19399				4	139	19375	21750	*	*	*
JOURNALISM	+	7	+	21989				1	81	15600	19955	*	*	*
TELECOMMUN/BROADCASTING	+	17	+	24658				6	39	21133	23784	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	1	19	19047	21121	*	*	*	12	227	18153	20080	*	*	*
PRE-ELEMENTARY EDUCATION	+	+	+	+				11	27	12052	16647	*	*	*
PHYSICAL EDUCATION	+	4	+	19900				+	25	+	19245			
SPECIAL EDUCATION	+	1	+	18807				13	42	23498	22847	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	4	+	24550				+	16	+	20681			
TEXTILES & CLOTHING	+	12	+	21000				10	52	23400	21721	*	*	*
MERCHANDISING MANAGEMENT	+	7	+	19343				1	21	16000	20926	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	22100				2	19	17322	21401	*	*	*
LETTERS (incl English, Li	+	10	+	22377				4	77	25125	21725	*	*	*
VISUAL & PERFORMING ARTS	+	6	+	20417				4	51	21910	19979	*	*	*
HUMANITIES - OTHER	+	9	+	22433				+	50	+	22832			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20000				+	41	+	20966			
HISTORY	2	6	20750	23167	*	*	*	2	37	20750	22506	*	*	*
POLITICAL SCIENCE/GOVT	+	11	+	22850				2	94	20410	22294	*	*	*
PSYCHOLOGY	+	16	+	22881				12	107	17399	19863	*	*	*
SOCIOLOGY	+	4	+	20336				1	46	17200	19830	*	*	*
SOCIAL SCIENCES-OTHER	+	22	+	24949				6	82	16953	20939	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	17	27332	30268	*	*	*	5	105	27567	30256	*	*	*
AGRICULTURAL	+	14	+	30224				1	35	23270	30669	*	*	*
ARCHITECTURAL	+	7	+	32179				+	44	+	30659			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	6	+	27917			
CHEMICAL	22	164	36168	37898	$38500	$37500	$34620	84	1100	36933	37384	39400	37500	34620
CIVIL	6	131	27125	28864	*	*	*	15	637	28074	29545	*	*	*
COMPUTER	2	44	35200	31589	*	*	*	8	144	30183	31891	*	*	*
ELECTRICAL/ELECTRONIC	8	230	31989	33477	*	*	*	58	1232	31403	33113	36900	32000	26252

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$29250				+	4	+	$29475			
INDUSTRIAL	2	60	$33930	32960	*	*	*	18	281	$31428	32289	*	*	*
MECHANICAL	9	292	34926	34347	*	*	*	58	1466	33732	34069	$38000	$34350	$31000
METALLURGICAL	3	39	34400	33664	*	*	*	9	124	33960	33557	*	*	*
MINING (INCL GEOLOGICAL)	+	3	+	32000				1	39	24000	31184	*	*	*
NUCLEAR	+	2	+	30417				+	15	+	32332			
PETROLEUM	1	28	40000	40166	*	*	*	6	164	38967	38686	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	+	26	+	29405				25	144	23610	28678	30000	23000	18000
INDUSTRIAL TECHNOLOGY	+	6	+	30000				+	18	+	27361			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	24750				2	60	25500	22712	*	*	*
ANIMAL SCIENCES	+	4	+	23000				+	27	+	21746			
PLANT SCIENCES	+	6	+	19702				+	14	+	20221			
NATURAL RESOURCES	+	1	+	16300				3	11	22000	20005	*	*	*
OTHER AGRICULTURAL SCIENC	+	4	+	19750				+	27	+	24597			
COMPUTER SCIENCE														
COMPUTER SCIENCE	11	72	30291	32088	*	*	*	46	585	28880	30469	33700	29300	22000
COMPUTER PROGRAMMING	+	2	+	19375				1	21	29000	28173	*	*	*
INFORMATION SCIENCES & SY	+	15	+	28829				5	142	28838	29000	*	*	*
SYSTEMS ANALYSIS	+	2	+	31000				+	6	+	25427			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				39	72	29272	28058	33000	29000	25400
HEALTH SCIENCES	+	5	+	17700				3	32	25000	20564	*	*	*
NURSING	+	10	+	26500				30	89	32345	28349	38000	30180	27500
PHARMACY	1	1	44200	44200	*	*	*	3	31	42400	39040	*	*	*
SCIENCES														
ACTUARIAL	+	1	+	31740				+	9	+	29269			
ARCHITECTURAL & ENVIRONME	+	+	+	*				+	16	+	26463			
BIOLOGICAL	+	11	+	22210				3	51	17980	21267	*	*	*
CHEMISTRY	2	4	31710	28355	*	*	*	9	64	26313	27625	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	26233				1	25	16650	28250	*	*	*
MATHEMATICS	1	28	21023	29868	*	*		8	113	22685	27503	*	*	*
PHYSICS	+	1	+	27400				2	15	29236	29059	*	*	*
OTHER PHYSICAL & EARTH SC	+	1	+	28000				1	5	26000	22109	*	*	*
POLYMER SCIENCE	+	2	+	35250				+	2	+	35250			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	99	2162						777	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	2	184	$29560	$27139	*	*	*	116	1735	$28918	$27222	$32500	$28500	$27000
ACCOUNTING (PRIVATE)	6	79	24467	25617	*	*	*	28	591	25140	25068	30000	25200	21600
COMMERCIAL BANKING (CNSMR	2	17	24500	23665	*	*	*	3	70	27000	22376	*	*	*
COMMERCIAL BANKING (LENDG	2	27	23750	23876	*	*	*	4	88	22800	24086	*	*	*
INVESTMT BANKING (CORP FN	+	3	+	26333				+	27	+	28093			
INVESTMT BANKNG (M & A)	+	+	+	+				+	2	+	28500			
INVESTMT BANKG (REAL EST)	+	+	+	+				1	4	15000	18875	*	*	*
INVESTMT BANKG (SALES & T	+	2	+	32000				1	19	16800	23268	*	*	*
FINANCIAL/TREASURY ANALYS	2	64	27250	29466	*	*	*	16	293	24481	27173	*	*	*
PORTFOLIO MGMT/BROKERAGE	1	4	35000	33250	*	*	*	1	29	35000	23416	*	*	*
UNDERWRITING	+	21	+	25648				2	110	37645	24295	*	*	*
INSURANCE - CLAIMS	1	12	22000	23658	*	*	*	2	80	20000	22813	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	21500				1	26	19200	20086	*	*	*
MEDIA PLANNING	+	2	+	15250				1	12	16000	20287	*	*	*
REPORTING	+	+	+	+				+	16	+	16355			
PRODUCTION	+	4	+	26140				3	44	23067	24874	*	*	*
PUBLIC RELATIONS	+	2	+	19720				1	44	15236	20000	*	*	*
WRITING / EDITING	+	5	+	22700				1	28	15600	20589	*	*	*
MARKETING														
ADVERTISING	+	6	+	19067				+	31	+	20474			
BRAND/PRODUCT MANAGEMENT	+	13	+	24645				10	109	23920	24319	*	*	*
BUYER/MERCHANDISING	+	55	+	23580				4	196	22000	23447	*	*	*
DISTRIBUTION	+	2	+	25500				+	39	+	26459			
MARKET RESEARCH	+	6	+	27483				3	60	22333	25273	*	*	*
PURCHASING	+	4	+	28500				1	27	32100	27570	*	*	*
SALES	6	144	27370	25757	*	*	*	33	796	25521	25314	33000	26000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	5	+	20600				+	26	+	20328			
FINANC,TAXA, MONETARY POL	2	17	24150	23123	*	*	*	4	66	23450	22909	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				+	10	+	21659			
LAW ENFORCEMENT	+	2	+	18530				+	37	+	23362			
MILITARY	+	2	+	24917				5	46	21003	23646	*	*	*
NATIONAL SECURITY	+	1	+	20000				+	8	+	20200			
URBAN / REGIONAL PLANNING	+	+	+	+				1	10	11440	19183	*	*	*
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	6	+	26333			
DESIGN / CONSTRUCT	1	94	28000	30318	*	*	*	19	677	27256	30702	*	*	*
ENVIRONMENTAL/SANITATION	+	16	+	29419				6	120	23420	30840	*	*	*
MANUFACTURING/INDUSTRIAL	5	137	34752	34314	*	*	*	37	789	32956	33890	36360	34200	27000
SYSTEMS / PROGRAMMING	+	34	+	31754				8	182	31478	32263	*	*	*
POWER SYSTEMS	1	27	33000	32981	*	*	*	5	164	29552	33185	*	*	*
SOFTWARE DESIGN & DEVELOP	1	17	35000	32858	*	*	*	4	139	30364	32396	*	*	*
HARDWARE DESIGN & DEVELOP	+	33	+	34675				1	155	38000	33517	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	3	32	$33277	$34964	*	*	*	26	252	$29481	$34165	$37500	$26794	$21204
TESTING	+	11	+	32438				5	115	24786	30665	*	*	*
PROCESS ENGINEERING	14	154	38222	37939	*	*	*	54	893	37237	37654	38500	37500	36000
PROJECT ENGINEERING	7	268	32277	33817	*	*	*	26	851	36224	34178	40700	37510	27332
OTHER ENGINEERING	19	195	32109	31991	*	*	*	83	1074	31836	32645	37500	33420	22800
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	1	2	24000	21000	*	*	*	5	22	20500	24025	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	3	+	23444			
MEDICAL TECHNOLOGY	+	1	+	12000				6	32	27505	23649	*	*	*
NURSES / PERSONAL CARE	+	10	+	26500				29	85	31557	27884	36000	30000	27500
OCCUPATIONAL THERAPY	+	+	+	+				14	21	28787	29647	*	*	*
PHARMACIST	1	1	44200	44200	*	*	*	4	32	38438	38650	*	*	*
PHYSICAL THERAPY	+	+	+	+				+	11	+	26516			
RESPIRATORY THERAPY	+	+	+	+				+	4	+	33914			
OTHER HEALTH RELATED	+	6	+	19250				25	63	29314	23580	33000	30000	23000
SOCIAL SERVICES														
ADMINISTRATION	+	2	+	25250				3	21	13033	20649	*	*	*
COUNSELING	+	2	+	19500				5	47	15700	16977	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	2	+	20620			
SOCIAL WORK	+	6	+	16937				6	41	14866	17369	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	5	64	27900	29905	*	*	*	25	454	27037	28886	33000	27000	20500
INFORMATION SYSTEMS	2	34	28500	30085	*	*	*	15	190	30273	29428	*	*	*
SYSTEMS ANALYSIS & DESIGN	4	28	34750	31708	*	*	*	18	267	31506	30056	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	10	+	32524				+	22	+	31580			
AGRICULTURE/NAT'L RESOURC	+	22	+	23314				1	83	20000	21885	*	*	*
ARCHITECTURE	+	+	+	+				+	8	+	26238			
CONSULTING	3	78	27827	29774	*	*	*	18	346	28176	29144	*	*	*
HUMAN RESRCS /INDUS RELS	+	7	+	25771				7	72	20977	23623	*	*	*
MANAGEMENT TRAINEE	6	140	23359	23510	*	*	*	30	898	24218	22804	28000	24012	19000
MATH/STATISTICIANS	1	3	21023	22584	*	*	*	9	24	22175	23554	*	*	*
PARALEGAL	+	2	+	18750				+	10	+	20450			
RESEARCHERS NON-TECHNICAL	+	+	+	+				1	8	17589	23077	*	*	*
RESEARCHERS - TECHNICAL	+	4	+	33758				2	34	25250	28981	*	*	*
TEACHING	1	32	19047	20732	*	*	*	38	427	20014	20549	25200	21050	10400
TOTALS	99	2162						777	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 4 MAY 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	23	+	$32298				2	184	$27500	$31324	*	*	*
MBA--NON-TECH	+	33	+	35675				4	283	30836	35653	*	*	*
MBA--TECH	1	10	$43000	43850	*	*	*	1	60	43000	39898	*	*	*
MS-BUSINESS	+	9	+	40400				+	25	+	42514			
ECONOMICS & FINANCE (BANK	+	63	+	43954				+	147	+	43562			
HUMAN RESOURCES (INCL LAB	+	13	+	40231				3	36	32633	37981	*	*	*
MANAGEMENT INFORMATION SY	+	6	+	38587				+	20	+	35686			
MARKETING/MKTNG MGT (RESE	+	50	+	43302				+	100	+	44661			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	8	+	29320			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	16	+	23926			
ELEMENTARY EDUCATION	+	1	+	19000				10	28	25657	24224	*	*	*
PHYSICAL EDUCATION	1	1	16500	16500	*	*	*	1	5	16500	22900	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	1	+	22500				+	10	+	23757			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	21000	16650	*	*	*
LETTERS	+	+	+	+				+	4	+	23500			
VISUAL & PERFORMING ARTS	+	+	+	+				1	3	21325	20408	*	*	*
HUMANITIES - OTHER	+	+	+	+				1	4	20004	31251	*	*	*
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	1	+	22145			
PSYCHOLOGY	+	1	+	24000				+	11	+	23592			
SOCIOLOGY	+	+	+	+				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	3	+	36672				+	11	+	35921			
AGRICULTURAL	+	2	+	28500				+	2	+	28500			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				+	2	+	32750			
CHEMICAL	+	9	+	40369				10	53	41050	39988	*	*	*

continued

MAPA REGIONAL Report No. 4 MAY 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91								CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91							
	NUMBER OF OFFERS			AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			
	REGIONAL	NATIONAL		REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	
CIVIL	+	9		+	$34270				+	79	+	$34904				
COMPUTER	+	5		+	42330				+	7	+	40921				
ELECTRICAL/ELECTRONIC	+	18		+	39275				1	138	$31490	38451	*	*	*	
INDUSTRIAL	+	1		+	39000				1	22	36000	36502	*	*	*	
MECHANICAL	2	9		$33430	39728	*	*	*	6	124	35987	38202	*	*	*	
METALLURGICAL	+	2		+	39012				+	19	+	38013				
MINING & MINERAL	+	+		+	+				+	14	+	35007				
NUCLEAR	+	+		+	+				+	2	+	37800				
PETROLEUM	+	4		+	43400				2	30	52020	43500	*	*	*	
TEXTILE	+	+		+	+				+	+	+	+				
HEALTH SCIENCES																
ALLIED HEALTH	+	1		+	18000				+	4	+	20972				
HEALTH SCIENCES	+	1		+	26500				+	14	+	26250				
NURSING	+	+		+	+				+	1	+	49000				
SCIENCES																
AGRICULTURAL & NATL RESOU	+	+		+	+				1	7	20195	26671	*	*	*	
ARCHITECTURAL & ENVIRONME	+	+		+	+				+	1	+	28080				
BIOLOGICAL	+	+		+	+				+	3	+	22686				
CHEMISTRY	+	+		+	+				+	10	+	33412				
COMPUTER SCIENCE																
COMPUTER SCIENCE	1	10		34272	36381	*	*	*	3	101	39691	37419	*	*	*	
SCIENCES																
GEOLOGICAL (INCL GEOPHYS)	+	5		+	39540				+	30	+	36917				
MATHEMATICS (INCL ACTUARI	+	2		+	28750				+	13	+	27977				
PHYSICS	+	+		+	+				1	3	22356	27219	*	*	*	
POLYMER	+	+		+	+				+	+	+	+				
TOTALS	5	2	293						49	1660						

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	26	+	$47922				+	146	+	$44582			
MBA--TECH	+	14	+	48279				+	51	+	47900			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	70	+	49324				2	219	$30500	48390	*	*	*
MBA--TECH	+	43	+	50033				+	110	+	51878			
OVER 4 YEARS														
MBA--NON-TECH	+	43	+	50948				21	181	41852	48651	$50000	$38000	$32000
MBA--TECH	+	25	+	55297				14	89	44836	52914	*	*	*
TOTALS	+	221						37	796					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	1	+	$71500				+	11	+	$56736			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	7	+	37582			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	35000				+	2	+	32500			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				1	7	$44000	45957	*	*	*
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	12	+	52333				13	54	53165	53038	*	*	*
CIVIL	+	+	+	+				1	6	42000	41499	*	*	*
COMPUTER	+	+	+	+				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	2	+	53750				+	13	+	55798			
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	56000				+	5	+	48033			
METALLURGICAL	+	3	+	52200				+	15	+	48667			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	43000			
BIOLOGICAL	+	+	+	+				+	4	+	31138			
CHEMISTRY	+	2	+	50000				1	55	31116	48340	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				+	10	+	52184			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	+	+	+				+	2	+	40000			
POLYMER	1	3	$39000	44133	*	*	*	1	5	39000	47600	*	*	*
TOTALS	1	25						17	213					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	29040 115 36300/27000			26440 5	24000 1			35000 1	
BUSINESS ADMIN (INCL MGMT	31500 1			23500 1	31250 2			31500 1	
ECONOM & FINANCE (BANKING				24118 5	25000 1			30000 2	
MANAGEMENT INFO SYSTEMS					18000 1		25500 2		
MARKETING/MARK MGMT (RESR					16800 1			25000 2	
TELECOMMUN/BROADCASTING						21300 4			
PRE-ELEMENTARY EDUCATION								10000 1	
LETTERS (incl English, Li				25000 1			30000 1		
HISTORY				23500 1					
PSYCHOLOGY		19200 1							
CHEMICAL								18780 1	32000 1
CIVIL								30000 1	28374 4
ELECTRICAL/ELECTRONIC						35000 1			
INDUSTRIAL								30846 2	
MECHANICAL									32733 3
MINING (INCL GEOLOGICAL)									24000 1
PETROLEUM									33600 1
ENGINEERING TECHNOLOGY		15000 1					24440 1	23000 1	
NATURAL RESOURCES								21500 2	
COMPUTER SCIENCE	32000 1		28000 1	25900 2		30633 3	26099 9	35667 3	
INFORMATION SCIENCES & SY							24497 3		
PHYSICS								25200 1	

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING			15000 1			23000 2			
BUSINESS ADMIN (INCL MGMT				22000 1		23037 14			
DISTRIBUTION MANAGEMENT						24000 1			
ECONOM & FINANCE (BANKING	21375 4			26178 5		23000 2			
MANAGEMENT INFO SYSTEMS				35000 1					
MARKETING/MARK MGMT (RESR	30000 1		17500 2			20400 6			17680 1
COMMUNICATIONS	12500 1					26500 2			
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING				21600 1		20000 1			
TEXTILES & CLOTHING						23400 10			
MERCHANDISING MANAGEMENT						16000 1			
FOREIGN LANGUAGES				18000 1					
LETTERS (incl English, Li								19000 1	
HISTORY						18000 1			
POLITICAL SCIENCE/GOVT		14820 1							
PSYCHOLOGY						18733 3	12000 1		
ENGINEERING TECHNOLOGY						29750 2			
AGRIBUSINESS				30000 1					
COMPUTER SCIENCE				28000 1		18000 2			
PHARMACY						42400 3			

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			27500 1	24396 1		23400 2	20110 2		
BUSINESS ADMIN (INCL MGMT					26500 1	21653 1	11440 1		17500 1
ECONOM & FINANCE (BANKING		21600 1	26220 2			20603 4			16160 1
MANAGEMENT INFO SYSTEMS							22500 1		
MARKETING/MARK MGMT (RESR						14924 1			24000 1
ELEMENTARY EDUCATION					21112 8				
PRE-ELEMENTARY EDUCATION					12275 4				
SPECIAL EDUCATION					24447 10				
FOREIGN LANGUAGES						16644 1			
LETTERS (incl English, Li					26500 1				
VISUAL & PERFORMING ARTS					22813 3				
PSYCHOLOGY					19795 2	22000 1			
SOCIAL SCIENCES-OTHER			13520 1			22000 1			18000 1
AEROSPACE & AERONAUTICAL						26612 3			
CHEMICAL				37500 1		21634 2			
CIVIL				33000 1		22534 2	24752 1		
COMPUTER				35000 1		26516 4			
ELECTRICAL/ELECTRONIC			31800 1	32385 6		25838 20 33500/21204			
INDUSTRIAL			28950 2			23926 2			
MECHANICAL				34433 3		24274 4			
PETROLEUM				40000 1					
ENGINEERING TECHNOLOGY			20000 1	17000 2	21880 2	22800 1			
AGRIBUSINESS									21000 1

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER SCIENCE			44700 1	32634 2		26861 3	16120 1		25650 4
COMPUTER PROGRAMMING			29000 1						
ALLIED HEALTH					27000 1			29419 36 45000/25400	27765 2
HEALTH SCIENCES								25500 2	24000 1
NURSING					28050 2	28000 2		33009 26 55200/29000	
BIOLOGICAL					12720 2				
CHEMISTRY				19680 1		27720 1		18000 1	
GEOLOGY & GEOLOGICAL SCI						16650 1			
MATHEMATICS						20747 6			
PHYSICS					33272 1				
OTHER PHYSICAL & EARTH SC					26000 1				

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING									29000 1
BUSINESS ADMIN (INCL MGMT			15236 1						32000 3
ECONOM & FINANCE (BANKING									37500 1
MARKETING/MARK MGMT (RESR									24070 1
COMMUNICATIONS			12000 1						
ELEMENTARY EDUCATION			12980 3						
PRE-ELEMENTARY EDUCATION			12246 6						
SPECIAL EDUCATION			20333 3						
VISUAL & PERFORMING ARTS			19200 1						
PSYCHOLOGY			14950 4						
SOCIOLOGY			17200 1						
SOCIAL SCIENCES-OTHER			16067 3						
AEROSPACE & AERONAUTICAL					32000 1				
CHEMICAL									37169 57 39000/36000
CIVIL								26600 2	32800 2
COMPUTER									32000 1
ELECTRICAL/ELECTRONIC					31850 2		36000 1	40000 1	37267 3
INDUSTRIAL							34050 2	33960 1	32741 5
MECHANICAL					30000 2		32350 4		36145 15
ENGINEERING TECHNOLOGY							18000 2	30000 1	
COMPUTER SCIENCE					30000 1				32550 4
INFORMATION SCIENCES & SY									35350 2
BIOLOGICAL									28500 1

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
CHEMISTRY									29355 4

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	32000	2	24520	5							23000	2			28333	3	30000	1
BUSINESS ADMIN (INCL MGMT																	20000	1
ECONOM & FINANCE (BANKING	27030	1	25500	4													27140	4
MANAGEMENT INFO SYSTEMS			33500	2														
MARKETING/MARK MGMT (RESR	31000	1			21600	1	26004	1										
POLITICAL SCIENCE/GOVT							26000	1										
CHEMICAL			35460	2			37500	1	34620	2							40271	13
COMPUTER			34200	2														
ELECTRICAL/ELECTRONIC			35650	13					32910	2					34250	2	37200	1
INDUSTRIAL									33600	1					34800	1		
MECHANICAL	25000	1	34888	12			34500	1	34434	7					31500	1	36733	3
METALLURGICAL									33960	9								
PETROLEUM																	40050	4
ENGINEERING TECHNOLOGY	38000	1	23750	4			23400	1	26000	1								
COMPUTER SCIENCE	33900	1	35500	2					28255	4					31500	1		
MATHEMATICS	27000	1																

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							26275 2
BUSINESS ADMIN (INCL MGMT	25500 1						
MARKETING/MARK MGMT (RESR				39600 2			27600 3
ADVERTISING							18700 1
ELEMENTARY EDUCATION						10000 1	
AEROSPACE & AERONAUTICAL							26000 1
AGRICULTURAL							23270 1
CHEMICAL	37500 2			36960 1			39000 1
CIVIL							28001 2
INDUSTRIAL				32100 1			32000 1
MECHANICAL				33600 1			31800 1
ENGINEERING TECHNOLOGY			19500 1				26613 3
NATURAL RESOURCES							23000 1
CHEMISTRY				32000 1			22000 1
MATHEMATICS				30000 1			

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	29061 116 36300/27000	19200 1		24984 13	24383 6	21300 4	27000 3	26643 7	
BACHELOR - TECHNICAL	32000 1	15000 1	28000 1	25900 2		31725 4	25602 13	28061 11	30130 10

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	21333 6	14820 1	16667 3	25277 9		22282 43 33000/18000	12000 1	19000 1	16640 2
BACHELOR - TECHNICAL				29000 2		31814 7			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		21600 1	23365 4	24396 1	21500 29 40320/15700	20585 11	18540 4		18915 4
BACHELOR - TECHNICAL			30567 6	31226 18	23508 9	24788 51 33500/21023	20436 2	30559 65 55200/26000	25391 8

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL			15002 23 26000/10440						31095 6
BACHELOR - TECHNICAL					30950 6		29944 9	31432 5	35965 94 40000/32100

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	30508 4	26509 11	21600 1	26002 2		23000 2		28333 3	26427 6
BACHELOR - TECHNICAL	30975 4	33926 35 39200/33000		31800 3	32860 26 36120/28600			33260 5	39577 21 45000/37200

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	25500 1			39600 2		10000 1	
BACHELOR - TECHNICAL	37500 2		19500 1	32932 5			

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				32172 2					
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									43000 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH				36000 1			23000 1
MBA--TECH							

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	29040 115 36300/27000	25370 23 32000/22500	32000 1	31200 1					20500 2
BUSINESS ADMIN (INCL MGMT			23500 1						30500 1
ECONOM & FINANCE (BANKING		24078 5	25500 1	24000 1			15000 1		24630 13
MARKETING/MARK MGMT (RESR	14924 1							16800 1	
COMMUNICATIONS				12500 1					
HISTORY				23500 1					

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT			22000 1					15236 1	
ECONOM & FINANCE (BANKING	35000 1	40290 1							
MANAGEMENT INFO SYSTEMS		35000 1							
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING					16000 1		23067 3		
FOREIGN LANGUAGES			18000 1						
PSYCHOLOGY				19200 1					

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									23000 1
BUSINESS ADMIN (INCL MGMT		22750 2					22333 3		
ECONOM & FINANCE (BANKING		22000 1					14400 1		24150 2
MANAGEMENT INFO SYSTEMS							24000 1		22500 1
MARKETING/MARK MGMT (RESR		26376 5			15000 1		25780 10		
ADVERTISING							18700 1		
COMMUNICATIONS		25000 1							
TELECOMMUN/BROADCASTING							21600 1		
TEXTILES & CLOTHING			24000 3				22500 2		
MERCHANDISING MANAGEMENT			16000 1						
LETTERS (incl English, Li					19000 1				
POLITICAL SCIENCE/GOVT		14820 1					26000 1		
PSYCHOLOGY							18100 2		
CHEMICAL							33000 1		
INDUSTRIAL						32100 1			
MECHANICAL					33000 1		37860 3		
ENGINEERING TECHNOLOGY							29750 2		
AGRIBUSINESS							30000 1		
COMPUTER SCIENCE							16000 2		
CHEMISTRY							31710 2		

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT					11440 1				
FOREIGN LANGUAGES			16644 1						
PSYCHOLOGY			22000 1						
SOCIAL SCIENCES-OTHER			22000 1					13520 1	
AEROSPACE & AERONAUTICAL									26000 1
CHEMICAL									37500 1
CIVIL							25089 3	31500 1	32400 2
COMPUTER									35400 1
ELECTRICAL/ELECTRONIC							38000 2		35125 4
INDUSTRIAL									5
MECHANICAL							33900 6	26500 1	34045 20 37500/31500
ENGINEERING TECHNOLOGY							19714 7	23000 1	21667 3
NATURAL RESOURCES								23000 2	
CHEMISTRY			27720 1						
GEOLOGY & GEOLOGICAL SCI			16650 1						
PHYSICS							25200 1		

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
ECONOM & FINANCE (BANKING							37500 1		
MARKETING/MARK MGMT (RESR									19000 1
AEROSPACE & AERONAUTICAL					26252 1	32000 1		27332 1	26252 1
CHEMICAL					34945 8		37339 51 43000/36500	39421 12	35618 10
CIVIL		33000 1						24752 1	26966 6
COMPUTER			28534 2		26254 2				31490 1
ELECTRICAL/ELECTRONIC	31607 4	31587 3			27899 11			34401 6	30722 21 37200/26252
INDUSTRIAL						26252 1			31063 8
MECHANICAL	34500 2				24268 2		36000 1	35050 6	33453 16
METALLURGICAL									33960 9
MINING (INCL GEOLOGICAL)									24000 1
PETROLEUM									38760 5
ENGINEERING TECHNOLOGY	28200 2	20000 1		38000 1	19500 1				24767 3
COMPUTER SCIENCE			32195 2						
BIOLOGICAL						14000 1			
CHEMISTRY						25840 2	33000 1		21000 1
PHYSICS					33272 1				

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING						26550 1			
BUSINESS ADMIN (INCL MGMT	17500 1								
MARKETING/MARK MGMT (RESR	24000 1								
SPECIAL EDUCATION									19050 2
SOCIAL SCIENCES-OTHER									13000 1
AGRIBUSINESS	21000 1								
ALLIED HEALTH	22000 1		27505 6		28847 13				30503 19
HEALTH SCIENCES					28000 1				23500 2
NURSING				31557 29 40000/27500					55200 1
PHARMACY						42400 3			
CHEMISTRY	18000 1								

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						30000 1			
BUSINESS ADMIN (INCL MGMT						32000 4			
ECONOM & FINANCE (BANKING						21088 1			
MANAGEMENT INFO SYSTEMS					18000 1	31333 3			
COMMUNICATIONS		12000 1							
ELEMENTARY EDUCATION	18100 1			10000 1					
PRE-ELEMENTARY EDUCATION	10500 2			15496 1					
LETTERS (incl English, Li							30000 1		
PSYCHOLOGY		15650 2		14250 2					
SOCIOLOGY		17200 1							
SOCIAL SCIENCES-OTHER		18000 1		17600 2					
COMPUTER						32500 2			
PETROLEUM							40000 1		
ENGINEERING TECHNOLOGY							24440 1		
NATURAL RESOURCES									20000 1
COMPUTER SCIENCE					27714 23 42000/22000	31500 2	31081 12		
COMPUTER PROGRAMMING						29000 1			
INFORMATION SCIENCES & SY					20500 1	24000 1	33231 3		

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING	
ACCOUNTING		35000	1			18000	1							
BUSINESS ADMIN (INCL MGMT		31500	2	21833	3	23818	10							
DISTRIBUTION MANAGEMENT						24000	1							
ECONOM & FINANCE (BANKING		24000	3			24750	4	21023	1					
MARKETING/MARK MGMT (RESR		31000	1	21000	1	20000	1	24070	1					
COMMUNICATIONS						28000	1							
TELECOMMUN/BROADCASTING				20000	1									
ELEMENTARY EDUCATION													18974	10
PRE-ELEMENTARY EDUCATION		10000	1										12297	7
SPECIAL EDUCATION													24306	11
TEXTILES & CLOTHING						23400	5							
LETTERS (incl English, Li						25000	1						26500	1
VISUAL & PERFORMING ARTS													21910	4
HISTORY						18000	1							
PSYCHOLOGY				12000	1	20000	1				17589	1	22000	1
AGRICULTURAL						23270	1							
CHEMICAL		18780	1											
CIVIL		30000	1											
ELECTRICAL/ELECTRONIC						34100	2							
INDUSTRIAL		30846	2			27900	1							
ENGINEERING TECHNOLOGY				28340	1								21880	2
COMPUTER SCIENCE		31740	5											
BIOLOGICAL												28500	1	11440	1

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
CHEMISTRY								22000 1	
MATHEMATICS		27000 1			22069 7				
OTHER PHYSICAL & EARTH SC									26000 1

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKM	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	28918 116 36300/27000	25140 28 32000/21600	27000 3	22800 4			15000 1	16800 1	24481 16
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	35000 1	37645 2	20000 2	19200 1	16000 1		23067 3	15236 1	15600 1
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL		23920 10	22000 4		17000 2		23214 22 31000/18000		23450 4
BACHELOR - TECHNICAL					33000 1	32100 1	30136 11		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL			20215 3		11440 1			13520 1	
BACHELOR - TECHNICAL			22185 2				27256 19	25400 5	32956 37 37500/27000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL							37500 1		
BACHELOR - TECHNICAL	31478 8	29552 5	30364 4	38000 1	29481 26 38500/21204	24786 5	37232 53 43000/36000	36224 26 45000/27332	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	20750 2					26550 1			
BACHELOR - TECHNICAL	20333 3		27505 6	31557 29 40000/27500	28787 14	42400 3			

AVERAGE SALARY OFFERS MAY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	13033 3	15700 5		14866 6	18000 1	30343 9	30000 1		
BACHELOR - TECHNICAL					27414 24 42000/?2000	30167 6	31594 17		20000 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		26375 8	19750 6	23353 26 33000/19000	22547 2		17589 1		19980 34 40320/10400
BACHELOR - TECHNICAL		29617 10	28340 1	29843 4	22069 7			25250 2	20300 4